WELL Board Mtg - 10/27/90
& preparatory documents.

The WELL

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To: WELL Board
From: C. Figallo

Date: Thursday, October 4, 1990

Subject: **Proposed Agenda for Board Meeting of October 27, 1990**

1. Time and Place of the Meeting

A meeting of The WELL Board of Directors is scheduled for 27 October 1990 at 9AM (PDT) at The WELL's offices.

2. Objectives for This Meeting

The overall purpose for this particular meeting is summarized in the following list of objectives (in priority order):

- O1 Review and approve third quarter performance.
- O2 Review and approve marketing and sales plan including projected expenditures.
- 03 Review and approve ~~third~~ fourth quarter capital budget.
- 04 Review proposed budget for 1991
- O5 Review and discuss Mission Statement and Goals for the WELL
- 06 Approve Cliff's bonus for third quarter.

3. Agenda

The proposed agenda is below:

Time	Who	Item
9:00	mew	Call meeting to order
9:05	"	Review and accept agenda
9:10	"	Review and accept minutes from previous meeting PRINT
		Financial Review
9:15	cf	Presentation of third quarter financials and discussion of variance and changes from approved budget. Comparison with 1989 figures. PRICING CHANGE PROJECTIONS.
9:45	cf	Presentation of proposed budget of 1991 for discussion and approval.

NEW EDT SYSTEM
$25 PROC. FEE - A/R
$25 ADVANCE(?) - CC
NEW MANUAL - MAILER
MAIL IN VERIFICATION &

SUN WORKSTATIONS - Wayne & Mike W.

10:30	mew	Review of NETI Status and update on buyout discussions.
		Computer System Status
10:45	cf	Description of third quarter hardware upgrades and effects of same. writeoff of VAX EQUIP., 1 MAC, BACKUP SYS w/ SUN WORKSTATION, FURNITURE.
11:00	"	Presentation of revised capital budget for fourth quarter for discussion and approval. FURNITURE 1000 MODEMS 3000 LASERPRINTER 3000
		Marketing and Sales Plans
11:30	jc	Presentation and discussion of marketing presentation and marketing plans and budget.
		Future Directions
12:15	cf	Discussion of WELL Mission Statement, Goals, Operating Plan and where we are headed.
12:45	cf	Discussion of TexLink offer of part ownership to WELL. MacWorkstation. Pandora NetLink work.
1:00	mew	Adjournment

4. Specific Resolutions to Be Considered

The following resolutions will be considered during this meeting.

A. The Board of Directors approves the proposed budget for 1991.

B. The Board of Directors approves the revised capital budget for the fourth quarter of 1990.

C. The Board of Directors authorizes payment of a quarterly bonus to Cliff Figallo in the amount of 5% of net earnings before taxes for the third quarter. 2492.55

D. The Board of Directors authorizes expenditures of up to $11841.00 over the period from 1 October to 31 December 1990 to implement the Marketing and Sales plan as presented and amended during this meeting. ? J.C. ?